



STATE OF INDIANA

MITCHELL E. DANIELS, JR., Governor

DEPARTMENT OF ADMINISTRATION

Procurement Division

402 W Washington Street, Room W468

Indianapolis, Indiana 46204

317 / 232-3053

Award Recommendation Letter

Date: January 19, 2012

To: Nate Day, Director of Strategic Sourcing
Indiana Department of Administration

A handwritten signature in black ink, appearing to read "S. Webb", is written over the "To:" line.

From: Steve Webb, Strategic Sourcing Analyst

Subject: Recommendation for Selection of Bulk Fuel ASA-12-24 for the State of Indiana

Estimated Amount of 1-year Contract: \$614,548.88 plus Oil Price Information Service (OPIS) index pricing benchmark

Based on the evaluation of the bids received, **Co-Alliance** is recommended for award. Terms of this recommendation are included in this letter.

The State of Indiana received seven (7) bids:

- Ceres Solutions
- Co-Alliance
- Jackson Oil & Solvents
- Mansfield Oil
- North Central Co-Op
- Petroleum Traders
- Rackham Service Corp

When necessary, the state clarified with respondents to ensure specifications were met in each of the categories. Ceres Solutions, Co-Alliance, Jackson Oil & Solvents, North Central Co-Op, Petroleum Traders, and Rackham Service Corp claimed the Indiana Business Preference. Additionally, the respondents were given the opportunity to improve the pricing from their original bid. The updated pricing and preference discounts are reflected in the final evaluation and detailed in the supplemental table (attachment) with this recommendation letter.

District 10, Crawfordsville

Mansfield Oil was disqualified as they did not provide pricing for all line items in the district as required. Co-Alliance offered the lowest price among the viable proposals for this district and is recommended for the award.

District 20, Ft. Wayne

Mansfield Oil was disqualified as they did not provide pricing for all line items in the district as required. Petroleum Traders offered the lowest price for this district, but did not claim the US Manufacturing preference. Co-Alliance was the next lowest price for this district and claimed the US Manufacturing preference; therefore, per IC 5-22-15-21, Co-Alliance is recommended for the award.

District 30, Greenfield

All bids for this district met the mandatory requirements. Co-Alliance offered the lowest price among the proposals for this district and is recommended for the award.

District 40, La Porte

Mansfield Oil was disqualified as they did not provide pricing for all line items in the district as required. Co-Alliance offered the lowest price among the viable proposals for this district and is recommended for the award.

District 50, Seymour


Mansfield Oil was disqualified as they did not provide pricing for all line items in the district as required. Petroleum Traders offered the lowest price for this district, but did not claim the US Manufacturing preference. Co-Alliance was the next lowest price for this district and claimed the US Manufacturing preference; therefore, per IC 5-22-15-21, Co-Alliance is recommended for the award.

District 60, Vincennes

Mansfield Oil was disqualified as they did not provide pricing for all line items in the district as required. Petroleum Traders offered the lowest price for this district, but did not claim the US Manufacturing preference. Co-Alliance was the next lowest price for this district and claimed the US Manufacturing preference; therefore, per IC 5-22-15-21, Co-Alliance is recommended for the award.

Award Summary

During the course of evaluation, the state scrutinized all proposals to determine the viability of the proposed business solutions to meet the needs of the state. The Indiana Department of Administration evaluated proposals based on the stipulated criteria outlined in the bid documents.



Steve Webb
Strategic Sourcing Analyst
Indiana Department of Administration